

WAIS, Inc.

STAFF MEETING AGENDA

September 19, 1994

- I. Weekly Business Reports
 - A. Sales
 - B. ~~Accounts Receivables~~
 - C. Human Resources/ Administration
 - D. Product Development
 - E. Services Development
 - F. Support
- II. Meeting Objective
Pricing Policy Changes
- III. Issues for the Week
 - A. Than – what are our hardware needs?
- IV. Summary

9/12/94 Meeting Minutes

Product Development:

V.2 MDB - WAISGate talk to MDB?

Thesaurus-not yet

AOL-on time

Services:

CMP - Looking Glass project ongoing

DJ - Beta 1, authentication/frontdesk

Support:

Supporting forwarder?

PC WAISGate problem

SGI Port (Sept. 30)

Meeting for WAISGate PC problem

Sales:

MTD - \$200K!!

Week	New	Booking \$	MTD	September	% of MTD	YTD	YTD Bookings	% of YTD	% of FY95
Ending:	Orders	New Orders	Booking \$	Bookings	Goal	Booking \$	Quota	Goal	Goal
	By Week	By Week		Quota					
9/2/94	4	\$80,000.00	\$80,000.00		47.90%	\$373,350.00		74.52%	12.45%
9/9/94	2	\$120,000.00	\$200,000.00		119.76%	\$493,350.00		98.47%	16.45%
9/16/94	6	\$418,800.00	\$618,800.00	\$167,000.00	370.54%	\$912,150.00	\$501,000.00	182.07%	30.41%
9/23/94									

Weekly Bookings Log - September 1994

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